

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Omaha Standard

Iowa Manufacturing Extension Partnership

Lean Consortium Training

Client Profile:

Omaha Standard, Inc., is located in Council Bluffs, Iowa, and has 225 employees. Founded in 1927, the company offers the widest selection of truck equipment available through one manufacturer. Products include hoists, lift gates, service bodies, dump bodies, stake bodies, contractor bodies, and other all-purpose truck bodies.

Situation:

Omaha Standard understood that it needed help in pursuing quality and productivity improvement in business operations, in order to survive in today's ever challenging market place. Jeff Tilley, VP Engineering & Manufacturing at Omaha Standard, recognized the need to pursue Lean Manufacturing but needed outside expertise to implement Lean Manufacturing. He also wanted to integrate efforts on implementing ISO 9000 at the same time. Omaha Standard contacted the Iowa Manufacturing Extension Partnership (IMEP), a NIST MEP network affiliate, for assistance.

Solution:

The IMEP assessed the situation and provided a roadmap for introducing and implementing Lean manufacturing. Both Iowa State University's Center for Industrial Research and Services (CIRAS) and the IMEP Lean consultants and trainers were selected to assist in delivering Lean and providing ISO 9000 implementation assistance.

Results:

- * Increased sales by \$4 million.
- * Retained sales of \$2 million.
- * Produced cost savings of \$1 million.
- * Eliminated waste.
- * Reduced inventory.
- * Improved quality.

Testimonial:

"We have come along way with our improvement program and have made some really exciting changes. Omaha Standard recently began construction of a new 200,000 square foot manufacturing plant in Council Bluffs to replace three existing facilities that total over 280,000 square feet. None of this would have been possible without our efforts in quality and Lean. We've turned around our business and are now a growing organization."

Jeff Tilley, Vice President of Engineering and Manufacturing

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